

Message Text

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ORIGIN MMO-04

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DRAFTED BY M/MO:ABAUMAN:HP
APPROVED BY M/MO:CEMCMANAWAY
ARA/MGT:RSGERSHENSON
EB/TCA/OCA:CBERLIN (DRAFT)
ARA;/GT/FM:JCAO-GARCIA (DRAFT)
A/BF:DWILLIAMSON (DRAFT)
ARA/ECA:RZIMMERMANN (DRAFT)
-----211551Z 128605 /44
R 211415Z JAN 77
FM SECSTATE WASHDC
TO AMEMBASSY BRASILIA
INFO AMCONSUL SAO PA

UNCLAS STATE 013750

E.O. 11652: N/A

TAGS: ADDE, EIND, BEXP, BR

SUBJECT: JOINT COMMERCE/STATE STAFFING FOR NEW TRADE
CENTER AT SAO PAULO

REF: (A) 3BRASILIA 0322, (B) STATE 281727,(C)BRAZILIA 10095

1. PRESENT SITUATION ON STAFFING OF SAO PAULO TRADE
CENTER IS THAT COMMERCE AND STATE CONSIDER FOUR OFFICERS,
OF WHOM TWO STATE, MINIMUM ESSENTIAL FOR LAUNCHING NEW
TRADE CENTER. AS NOTED REFTEL B, EXTREMELY TIGHT POSITION
SITUATION, CAUSED LARGELY BY NEED TO ELIMINATE 121 DIRECT
S AND E AMERICAN POSITIONS TO MEET CONGRESSIONAL MANDATE,
IN ADDITION TO PREVIOUS REPROGRAM ING, FORECLOSED POSSI-
BILITY OF ALLOCATING MORE THAN ONE ADDITIONAL AMERICAN
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S AND E POSITION TO TRADE CENTER IN FY 77.

2. RE PARA THREE OF REFTEL C, WE BELIEVE TRADE CENTER
STAFF WILL ASSUME CERTAIN COMMERCIAL TASKS NOW BORNE BY
SAO PAULO E/C STAFF. COMPARISON OF FY 76 AND 77 COUNTRY
COMMERCIAL PROGRAMS WITH TRADE CENTER

ACTIVITIES PROJEC-

TION INDICATES THAT TRADE CENTER WILL BE HANDLING PART OF THE MARKET INFORMATION AND TRADE PROMOTION WORK DONE IN THE PAST BY COMMERCIAL STAFFS AT SAO PAULO AND RIO, PARTICULARLY. MOREOVER, THERE WILL PROBABLY BE NO OFFICIAL US PARTICIPATION IN INTERNATIONAL TRADE FAIRS IN BRAZIL DURING FY 77 AND 78, EXCEPTING A POSSIBLE EVENT THAT WOULD BE HANDLED BY TRADE CENTER PERSONNEL. COMMERCIAL STAFF AT SAO PAULO HAVE IN PAST BEEN HEAVILY OCCUPIED WITH SUPPORT OF US FIRMS IN INTERNATIONAL TRADE SHOWS.

3. IN VIEW OF ABOVE AND THE REQUIREMENT FOR FOUR AMERICAN OFFICERS TO COVER CRITICAL START-UP PERIOD FOR TRADE CENTER, WE PROPOSE THAT ONE OFFICER FROM SAO PAULO E/C STAFF BE TEMPORARILY ASSIGNED TO TRADE CENTER FOR ONE YEAR, AFTER WHICH SITUATION WILL BE REVIEWED TO DETERMINE (A) WHETHER TRADE CENTER WILL CONTINUE TO REQUIRE 4 AMERICAN OFFICERS AFTER FIRST YEAR OF OPERATION AND (B) WHETHER SAO PAULO'S E/C FUNCTION HAS SUFFERED AS A RESULT OF LOSING ONE OF ITS OFFICERS FOR THAT YEAR. WE ARE IMMEDIATELY ALLOCATING ONE AMERICAN AND ONE FSL POSITION TO TRADE CENTER AND ASK POST TO REPROGRAM TWO COMMERCIAL LOCAL POSITIONS AS SUGGESTED REFTEL. DETERMINATION OF NEED FOR

AN ADDITIONAL LOCAL POSITION (TO BRING TOTAL STATE-FUNDED FSL COMPLEMENT AT TRADE CENTER TO 4) CAN BE EXAMINED AFTER CENTER BEGINS OPERATIONS. DEPARTMENT NOTES THAT AMERICAN POSITION FOR TRADE CENTER IS ONE OF ONLY 13 POSITIONS BEING ALLOCATED ABROAD DURING CURRENT WORLDWIDE UNCLASSIFIED

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REPROGRAMMING EXERCISE, 10 OF WHICH ARE CONSULAR.

4. RE ADMINISTRATIVE STAFF REQUIREMENTS, IT APPEARS FROM REFTEL C THAT ADDITIONAL AMERICAN GSO MAY BE JUSTIFIED UNDER DAS. PLEASE SUBMIT SOONEST TO ARA/MGT FULL JUSTIFICATION THIS POSITION WITH DETAILS ON DEGREE TO WHICH POSITION NEEDED BECAUSE OF INCREASED WORKLOAD CAUSED BY OTHER AGENCIES, INCLUDING THE TRADE CENTER. (SEE A-5611 FOR BACKGROUND AND SPECIFIC JUSTIFICATION REQUIRED.) REQUEST BASED ON THIS MATERIAL WILL BE PRESENTED TO INTER-AGENCY BOARD FOR IMMEDIATE ACTION. IF GSO POSITION AUTHORIZED, POST SHOULD REPROGRAM SENIOR FSL GENERAL SERVICES POSITION MENTIONED PARA 8(A) REFTEL C TO MEET OTHER PRESSING ADMIN SUPPORT REQUIREMENTS.
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Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
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Disposition History: n/a
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